

Upstate New York World Trade News

U.S. Department of Commerce - U.S. Commercial Service
Buffalo Export Assistance Center

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YOUR PRIVACY IS IMPORTANT TO US! WE MAKE EVERY EFFORT TO MINIMIZE UNWANTED COMMUNICATIONS FROM OUR OFFICE. IF YOU DO NOT WISH TO RECEIVE SIMILAR ANNOUNCEMENTS, PLEASE CALL OUR OFFICE.

UPSTATE NEW YORK EVENTS

BREAKFAST BRIEFING **WOOD PACKAGING REGULATIONS**

October 22, 2003

World Trade Center Buffalo Niagara
Delaware Avenue - Buffalo

8:30 a.m. – 10:00 a.m.

\$25 Members; \$30 Non-members

For more information or to register call the
WTCBN at (716) 852-7160

YOUR CHINA BUSINESS STRATEGY **Regional Conference for Manufacturers**

November 18, 2003

World Trade Center Buffalo Niagara
WNED Studios – Lower Terrace - Buffalo

8:30 a.m. – 5:00 p.m.

\$175 Members; \$200 Non-members

For more information or to register call the
WTCBN at (716) 852-7160

MARKETING YOUR PRODUCTS **THROUGH THE INTERNET**

November 20, 2003 - Rochester, NY

For more information or to register call the
Rochester Business Alliance's International
Business Council at (585) 454-2220

A full listing of Department of Commerce
trade events is available at www.export.gov.

INTERNATIONAL TRADE EVENTS

DUBAI INTERNATIONAL **AEROSPACE EXHIBITION**

U.S. Department of Commerce
Aerospace Executive Service

United Arab Emirates

December 7-11, 2003

HEALTH CARE TECHNOLOGIES U.S. Department of Commerce Trade Mission Belgium & Netherlands February 9-13, 2004

FOOD PROCESSING AND **PACKAGING EQUIPMENT** U.S. Department of Commerce Trade Mission Vietnam, Thailand, Philippines February 23 - March 3, 2004

MEDICAL DEVICE U.S. Department of Commerce Trade Mission April 19-23, 2004 - China

PRODEXPO USDA/Foreign Agricultural Service American Café Sample & Literature Center February 9-13, 2004 - Russia

CANADIAN FOOD & BEVERAGE SHOW USDA/Foreign Agricultural Service USA Marketplace Pavilion February 15-17, 2004 Toronto, Canada

NEW MARKET RESEARCH

The U.S. Commercial Service has some of the most comprehensive and up-to-date information about international markets and the export potential for your products.

USDA's Foreign Agricultural Service (FAS) also provides U.S. food exporters with information to aid them in researching market and product sectors.

Listed on the next page are new market research reports received in September from Commercial Service and FAS offices at U.S. embassies & consulates worldwide.

There is no charge for the reports. If you would like any of them just circle and fax your request to us.

REDUCE EXPORT STRESS WITH AESDirect

AESDirect is the U.S. Census Bureau's free, Internet based system for filing Shipper's Export Declaration (SED) information to the Automated Export System (AES). It is the electronic alternative to filing a paper SED, and can be used by U.S. Principal Parties in Interest, forwarders, or anyone else responsible for export reporting.

AESDirect significantly streamlines the export reporting process by reducing the paperwork burden, reducing costly document handling and storage, and ensuring that export information is filed in a timely manner. *AESDirect* does not require any software or hardware investment. However, there are some minimum system requirements.

Effective October 18, 2003, AES filing is mandatory for exports of items on the U.S. Department of Commerce's Commerce Control List and for exports of items on the Department of State's U.S. Munitions List. In mid 2004, AES filing will be mandatory for all other export shipments. For more information on *AESDirect* please visit www.aesdirect.gov.

EXPAND YOUR BUSINESS TO INTERNATIONAL MARKETS PLATINUM KEY SERVICE

The PLATINUM KEY SERVICE allows U.S. companies to take advantage of longer-term customized U.S. Commercial Service assistance on a range of issues. The PLATINUM KEY is tailored to your needs through a mutually agreed upon scope of work. It can include a range of issues including, but not limited to, identifying markets, launching products, developing major project opportunities, resolving commercial disputes and providing assistance on regulatory or technical standards matters. This service can help you:

- Identify the best export markets
- Locate valuable market research
- Develop appropriate market entry strategy
- Identify prospective reps, distributors, licensees, and other business partners
- Develop marketing and selling strategies
- Understand the regulatory and product standards in your target markets

The PLATINUM KEY is fee-based and can last as long as one year. For additional information please call our office.

U.S.-CHILE FREE TRADE AGREEMENT RATIFIED

On June 6, 2003, the U.S. and Chile signed a bilateral Free Trade Agreement (FTA) in Miami. The agreement will go into effect as soon as the congresses of both countries have ratified it. The U.S. Congress ratified the agreement in July.

The agreement will reduce import duties for U.S. goods entering Chile from the current 6% to 0%, giving U.S. goods a significant price advantage over goods from countries that do not have FTA's with Chile.

The U.S.-Free Trade Agreement with Singapore was signed in late 2002 and was also passed by Congress in July 2003. Negotiations on an FTA with Australia began in March of this year. For more information on these and other FTA's, visit www.ustr.gov.

U.S. COMMERCIAL SERVICE

- Aged Care (Australia – 9/08/2003)
- Agricultural Chemicals & Fertilizer (Indonesia - 9/12/2003)
- Air Pollution Control Equipment (Austria - 9/05/2003)
- Airport Development in Southwest China (9/12/2003)
- Automotive Aftermarket Parts (UK - 9/19/2003)
- Brazilian Software Market (Brazil - 9/24/2003)
- Building Materials Distribution (Poland - 9/18/2003)
- Building Products & Technology (Russia - 9/14/2003)
- CAD/CAM/CAE/CIM (Australia - 9/08/2003)
- Call Center Equip & Services (Mexico - 9/17/2003)
- Chemicals (Germany - 9/08/2003)
- Commercial Space Heating & Cooling Equipment (Australia - 9/23/2003)
- Computer Peripherals (India - 9/25/2003)
- Conducting Clinical Trials for Medical Equipment (Mexico - 9/17/2003)
- Construction Equipment (Brazil - 9/23/2003)
- Cosmetics and Toiletries (Canada - 9/23/2003)
- Defense Industry Update (Australia - 9/08/2003)
- Defense Market (United Kingdom - 9/29/2003)
- Digital Broadcasting Equipment (Taiwan - 9/26/2003)
- DIY Materials and Supplies (Argentina - 9/29/2003)
- Drugs and Pharmaceuticals (Brazil - 9/29/2003)
- Energy (Croatia - 9/10/2003)
- Gas Pipeline Industry (Australia - 9/08/2003)
- Hospital Medical Equipment (Canada - 9/04/2003)
- Industrial Chemicals (Philippines - 9/29/2003)
- IT Outsourcing Services (Canada - 9/29/2003)
- Laboratory and Analytical Instruments (Germany - 9/17/2003)
- Lawn and Garden Equipment (UK - 9/22/2003)
- Lighting Products (Philippines - 9/24/2003)
- Liquid Milk Packaging Equipment & Materials (China - 9/25/2003)
- Machine Tools (Poland - 9/18/2003)
- Musical Instruments (Australia - 9/08/2003)
- Oil and Gas Equipment (Brazil - 9/22/2003)
- Oil and Gas Exploration (Poland - 9/12/2003)
- Orthopedic & Rehabilitation Equipment (Austria - 9/29/2003)
- Orthopedic & Rehabilitation Equipment (United Kingdom - 9/22/2003)
- Orthopedic & Rehabilitation Equipment (France - 9/08/2003)
- Orthopedic & Rehabilitation Equipment (Denmark - 9/05/2003)
- Orthopedic & Rehabilitation Equipment (Finland - 9/24/2003)
- Orthopedics & Rehabilitation Equipment (Belgium - 9/29/2003)

- Packaging Materials (Australia - 9/08/2003)
- Pet Products Market (Italy - 9/15/2003)
- Pet Products and Accessories (UK - 9/23/2003)
- Pharmaceutical Industry (Australia - 9/29/2003)
- Recycling Equipment and Technology (Slovakia - 9/16/2003)
- Renewable Energy Generation, Transmission and Distribution Upgrade Opportunities (Slovakia - 9/11/2003)
- Renewable Energy (UK - 9/22/2003)
- Security & Safety Equipment (U.K. - 9/29/2003)
- Semiconductor Equipment (Korea - 9/01/2003)
- Solid Waste Management (Croatia - 9/10/2003)
- Sporting Goods: Ball Sports (Australia - 9/8/2003)
- Trends in the ICT Market (Poland - 9/29/2003)
- Trends in the ICT Market (Finland - 9/24/2003)
- Trends in the ICT Market (Italy - 9/22/2003)
- Wastewater Equipment (Philippines - 9/29/2003)
- Waste Management (UK - 9/22/2003)
- Wastewater Treatment Equipment (Australia - 9/24/2003)
- Wind Power (Australia - 9/08/2003)

FOREIGN AGRICULTURAL SERVICE

- Australia - Food Import Regulations & Standards
- Belgium - Food Import Regulations & Standards
- China - Food Import Regulations & Standards
- Colombia - Food Import Regulations & Standards
- Hong Kong - Food Import Regulations & Standards
- India - Food Import Regulations & Standards
- Japan - Food Import Regulations & Standards
- Korea - Food Import Regulations & Standards
- Korea - Pet Food Update
- Lithuania - Retail Food Sector Report
- Lithuania - HRI Food Service Sector
- Mexico - Food Import Regulations & Standards
- Mexico - Food Processing Ingredients Sector
- Mexico - HRI Food Service Sector Report
- Pakistan - Food Import Regulations & Standards
- Poland - Food Import Regulations & Standards
- Poland - Value-Added Products
- Poland - Dried Fruits and Nuts
- Portugal - Food Import Regulations & Standards
- Russia - Food Import Regulations & Standards
- S. Africa - Food Import Regulations & Standards
- Taiwan - Food Import Regulations & Standards
- Thailand - Food Import Regulations & Standards
- Thailand - Requirement on GMP Certification
- UK - Food Import Regulations & Standards
- Venezuelan Food Price Controls
- Vietnam's Ordinance on Food Hygiene & Safety